



### 1. Authority to do Business:

Each Applicant must provide a copy of the following documents:

- ☒ A Certificate of Good Standing issued by the Delaware Secretary of State that is dated within the past 12 months and which certifies that the Applicant is in good standing and qualified to do business in Delaware.

Provided in Exhibit A

- ☒ A copy of the Applicant's Delaware Business License certifying that the Applicant is registered and/or qualified to do business in Delaware.

Provided in Exhibit B

### 2. Delaware Registered Agent:

Each Applicant must provide a written designation of the name and address of a person who resides within the State of Delaware upon which service of any notice, order or process may be made. This information must be updated if changed.

Robert Kleebauer

Name

18603 Old Canal Lane, Millville, DE 19967

Address

410-661-0928

Phone

### 3. Compliance with Regional Requirements:

- ☒ Applicant agrees to work with only an entity that complies with PJM's requirements and is a Certified Electric Supplier in Delaware.

**Financial, Operational, Managerial and Technical Ability.** Each Applicant must present substantial evidence supporting their financial, operational, managerial and technical ability to render service within the State of Delaware.

**4. Certified Financial Statements or other indicia of financial capability:**

☒ Provide copies of certified financial statements (such as a balance sheet, income statement, and statement of cash flows). These certified financial statements should be dated within twelve (12) months of the date of filing the application.

Provided in Exhibit C

☐ Other indicia of financial capability submitted in support of the application. These other documents should be dated within twelve (12) months of the date of filing the application.

Provided in Exhibit \_\_\_\_\_

**5. Description of the nature of the business being conducted:** Description of service, types of customers and geographic area to be served.

Description of service: Contract with electric and gas suppliers in deregulated markets in various states and sell retail electric+natural gas. Supply to residential and business customers

Types of Customers: *Check all that apply*

☒ Residential ☒ Large Commercial  
☒ Industrial ☒ Small Commercial

**Geographic Area:** *Applicant should check one or both*

☒ Delmarva Power & Light Service Territory  
☒ Delaware Electric Cooperative Services Territory

**6. States in which the Applicant is presently selling electric supply services or providing broker services:** Please provide a list of all states in which the Applicant (or any of its affiliated interests) is presently selling electric supply service to Retail Electric customers, the type of license, and the license number.

State: <u>DC</u>	Status: <u>Active</u>	Type of License: <u>Electric</u>	License No: <u>EA 2014-12-10</u>
State: <u>DC</u>	Status: <u>Active</u>	Type of License: <u>Gas</u>	License No: <u>GA 2014-05-10</u>
State: <u>MD</u>	Status: <u>Active</u>	Type of License: <u>Electric</u>	License No: <u>IR-3314</u>
State: <u>MD</u>	Status: <u>Active</u>	Type of License: <u>Gas</u>	License No: <u>IR-3313</u>
State: _____	Status: _____	Type of License: _____	License No: _____

**7. States in which the Applicant has any pending applications:** Please provide a list of all states in which the Applicant (or any of its affiliated interests) has pending applications to sell

electric supply service to Retail Customers, the status of the application, and the commission docket number (if available): N/A

State: _____	Status: _____	Type of License: _____	License No: _____
State: _____	Status: _____	Type of License: _____	License No: _____
State: _____	Status: _____	Type of License: _____	License No: _____
State: _____	Status: _____	Type of License: _____	License No: _____
State: _____	Status: _____	Type of License: _____	License No: _____

*\*If additional space is required, please attach additional sheets of paper to the application as necessary.*

**Provided in Exhibit \_\_\_\_\_**

- 8. List of states in which Applicant has been denied approval and/or had authority revoked.** Please provide a list of all state in which the Applicant (or any of its affiliated interests) has been denied approval by a state Commission to sell electricity to Retail Electric Customers or has had its authority revoked.

State: _____	Date: _____
State: _____	Date: _____

*\*If the Applicant has been denied approval or had its authority revoked by a state Commission, please provide a detailed explanation for each state.*

☐ **Provided in Exhibit \_\_\_\_\_**

☒ Applicant has never been denied approval or had its license revoked

- 9. List of states in which Applicant has withdrawn the application.** Please provide a list of all states in which the Applicant (or any of its affiliated interests) has withdrawn an application for certification.

*\*If the Applicant has withdrawn an application please provide a detailed explanation for the withdrawal for each state.*

☐ **Provided in Exhibit \_\_\_\_\_**

☒ Applicant has not withdrawn any applications

- 10. Relevant operational experience of each principal officer or managing member responsible for Delaware operations.** In order to fulfill the requirements of the Supplier



Rules, an Applicant must present substantial evidence of technical and managerial ability by submitting, in an attachment, detailed resumes of each principal officer or managing member responsible for operations in Delaware.

☐ Provided in Exhibit D

**11. Bankruptcy disclosure:**

☒ Neither the Applicant nor any of its affiliated interests has filed for bankruptcy in the past 24 months.

☐ Exhibit \_\_\_\_\_ for an explanation of any bankruptcy proceedings filed by the Applicant or any of its affiliated interests in the past 24 months.

**12. Any other information:**

☐ Other material submitted in support of the application.

Provided in Exhibit \_\_\_\_\_

☒ No other supporting material is provided.

**13. Verification of Application:** The application must be verified by a principal or officer of the Applicant. (See Attachment A for an example)

☐ Verification is provided in Exhibit E

**14. Consent to Jurisdiction:** All Electric Suppliers shall consent to the jurisdiction of the Delaware courts for acts or omissions arising from their activities in the State.

BY (signature):



TYPED /PRINTED NAME:

Robert Kleebauer

TITLE:

President & CEO

**15. Legal name of Applicant and any fictitious name under which the Applicant proposes to do business in Delaware.**

It's Electric & Water Inc.

Full legal name of Applicant

Any fictitious name or "doing business as" (a/k/a) name:

☐ Applicants with a fictitious name must submit a copy of the Registration of Trade, Business & Fictitious Name Certificate for each of the three Delaware counties in which the Applicant proposes to do business.

☐ Provided in Exhibit \_\_\_\_\_

**16. Home state of Applicant and contact information.**

State of Incorporation or Formation of Applicant  
Maryland

Physical Business Address  
18603 Old Canal Lane

Millville, DE 19967

Name and Address of Principal Officer or Managing Member

Robert Kleebauer

18603 Old Canal Lane

Millville, DE 19967

**17. Name, title, and telephone number of a Regulatory Contact Person:** This person will ordinarily be the initial point of contact for resolving complaints filed with the Commission. The Commission will also send any correspondence to this person. This information is required to be updated if there are any changes.

Robert Kleebauer

Name of Regulatory Contact  
President & CEO

Title  
410-661-0928

Telephone Number

energybob@energybob.net

Email Address

**18. Toll-free telephone number of Applicant's customer service department:** This telephone number will be listed on the Commission's website as a resource for existing and potential customers.

866-433-1384

Toll-free customer service telephone number

**19. Criminal activities statement:**

☐ A statement detailing any criminal activities of which the Applicant or any of its affiliated interests has been charged or convicted, or which the principal or corporate officers of the Applicant or any of its affiliated interests has been charged or convicted.  
**Provided in Exhibit** \_\_\_\_\_

☒ Neither the Applicant nor its affiliated interests has been charged or convicted of any criminal activities.

**20. Waiver of certification requirements:** This section is applicable only to Applicants who request a waiver of any of the regulatory requirements.

\* Please note that not all regulatory requirements can be legally waived.

☐ Applicant requests a waiver of the requirements in Section(s) \_\_\_\_\_ of this application. Please provide a detailed explanation in support of the request for a waiver below:

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☒ No waiver requested.

### Checklist of Required Items for Electricity Broker Applications

- ☒ Delaware Certificate of Good Standing - **Exhibit A**
- ☒ Delaware Business License - **Exhibit B**
- ☒ Certified Financial Statements (dated within one year of filing)  
**Exhibit C**  
\*If filed under confidential seal a redacted version and attestation must be uploaded separately in DelaFile - **Exhibit**
- ☒ Professional resumes of each principal officer responsible for Delaware operations - **Exhibit D**
- ☐ n/a Bankruptcy disclosure - **Exhibit**
- ☒ Verification of Application - **Exhibit E**
- ☒ Consent to Jurisdiction
- ☐ n/a Criminal Activities Statement - **Exhibit**
- ☒ States in which Applicant is presently selling electricity supply or providing broker services
- ☐ n/a States in which Applicant has any pending applications (if additional space is required) - **Exhibit**
- ☐ n/a List of states in which Applicant has been denied approval as a broker and/or had its authority or license revoked (with detailed explanation) - **Exhibit**
- ☐ n/a Other materials submitted in support of the application - **Exhibit**
- ☐ n/a Registration of Trade, Business & Fictitious Name Certificate for each Delaware County where business will be conducted (if required)  
**Exhibit**



# Delaware

The First State

Page 1

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY THAT A CERTIFICATE EVIDENCING THE CORPORATE EXISTENCE OF "IT'S ELECTRIC & WATER INC", A CORPORATION DULY ORGANIZED UNDER THE LAWS OF THE STATE OF MARYLAND, WAS RECEIVED AND FILED IN THIS OFFICE AS A FOREIGN CORPORATION ON TWENTY-EIGHTH DAY OF JANUARY, A.D. 2016.

AND I DO HEREBY FURTHER CERTIFY THAT THE AFORESAID CORPORATION IS QUALIFIED TO DO BUSINESS UNDER THE LAWS OF THE STATE OF DELAWARE AND IS IN GOOD STANDING AND HAS A LEGAL CORPORATE EXISTENCE NOT HAVING BEEN WITHDRAWN OR REVOKED, SO FAR AS THE RECORDS OF THIS OFFICE SHOW AND IS DULY AUTHORIZED TO TRANSACT BUSINESS IN THE STATE OF DELAWARE.

AND I DO HEREBY FURTHER CERTIFY THAT THE ANNUAL REPORTS HAVE BEEN FILED TO DATE.



5949853 8360  
SR# 20170580177

You may verify this certificate online at [corp.delaware.gov/authver.shtml](http://corp.delaware.gov/authver.shtml)

  
Jeffrey W. Bullock, Secretary of State

Authentication: 201967015  
Date: 02-01-17



LICENSE NO. 2016601014 DORRL

## STATE OF DELAWARE

DIVISION OF REVENUE

VALID

01/01/17 - 12/31/17  
NOT TRANSFERABLE

POST CONSPICUOUSLY

DLN: 16 98813 02

BUSINESS CODE 120  
GROUP CODE

LICENSED ACTIVITY BROKER

DATE ISSUED: 12/13/16

\*\*VALIDATED\*\*

LICENSE FEE: \$ 75.00

2017

MAILING ADDRESS

## BUSINESS LICENSE

BUSINESS LOCATION

IT'S ELECTRIC & WATER INC  
18603 OLD CANAL LN  
MILLVILLE DE 19967-6792IT'S ELECTRIC & WATER INC  
18603 OLD CANAL LN  
MILLVILLE DE 19967-6792

IS HEREBY LICENSED TO PRACTICE, CONDUCT OR ENGAGE IN THE OCCUPATION  
OR BUSINESS ACTIVITY INDICATED ABOVE IN ACCORDANCE WITH THE LICENSE  
APPLICATION DULY FILED PURSUANT TO TITLE 30, DEL CODE.

PATRICK T. CARTER

DIRECTOR OF REVENUE

IMPORTANT - TEAR AT ABOVE PERFORATION AND DISPLAY IN A PUBLIC LOCATION

Federal E.I. No. or  
Social Security Number 1 45367 8762 001

Business Code 120  
Group Code

Licensed Activity BROKER

The State of Delaware Business License printed above must be posted in a public area at the location address listed. If you have any questions regarding this license, please call (302) 577-8778.

## REPLACEMENT LICENSES

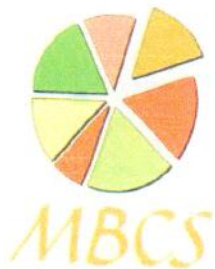
Keep this portion of your license separate, in case you need a replacement for any lost, stolen or destroyed license. A \$15 fee will be charged for the replacement of a license. Send the \$15 along with a copy of this form or provide your Federal Employer Identification Number, or Social Security Number, suffix, Business Code, Business Name and address to Delaware Division of Revenue, Attn.: Business Master File, PO Box 8750, Wilmington, DE 19899-8750. You will receive your replacement license within three to four weeks.

## OTHER IMPORTANT INFORMATION

Most licensees are also required to pay either gross receipts or excise taxes in addition to the license fee. You can file these taxes online or obtain a paper form from our website at [www.revenue.delaware.gov](http://www.revenue.delaware.gov). You must **submit all business tax returns** filed with the Division of Revenue **under the same identification number**. If you are a sole-proprietor, and have a federal employer identification number, use the employer identification number, not your social security number. Only sole proprietors with no employees are allowed to file under their social security number. Inquiries regarding your coupon booklets to pay withholding, corporate tentative, and Sub Chapter "S" estimated taxes, or to make changes to your name, address, or identification number, should be directed to the Business Master File Unit at (302) 577-8778.

## INTERNET SITE

The Division of Revenue web address is: [www.revenue.delaware.gov](http://www.revenue.delaware.gov). Visit our web site for tax tips, links to telephone numbers, forms that you can download, links to other State agencies, the Delaware Code, the publication "Delaware Guide for Small Business" and lots more. Internet filing of personal income tax returns via the Division of Revenue's website is available. Internet filing for Withholding, Gross Receipts and Corporate Tentative payments is also available.



# Midas Business & Consulting Services

December 5, 2016

RE: Its Electric & Water, Inc.

To Whom It May Concern:

Enclosed are the certified financial statements for the subject entity as of September 30, 2016, and December 31, 2015.

Sincerely,

Connie S. Moore, CPA/CVA

Enclosures

Connie S. Moore, CPA, CVA  
3705 Timahoe Circle  
Baltimore, MD 21236

Phone: (410) 529-1973  
Fax: (410) 256-8314  
email: [conniemoorecpa@yahoo.com](mailto:conniemoorecpa@yahoo.com)  
web: [www.divorcecpabaltimore.com](http://www.divorcecpabaltimore.com)

**Its Electric Water Inc**  
**Profit & Loss**  
January through December 2015  
Jan - Dec 15

Ordinary Income/Expense

Income

Consulting Income	937,288.71
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Total Income	937,288.71
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Expense

Advertising and Promotion	107,366.29
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Automobile Expense	11,688.88
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Bank Service Charges	204.00
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Charitable Contributions	2,040.00
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Commissions	142,308.75
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Depreciation Expense	462.00
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Gifts	249.04
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Insurance Expense

Dental	3,656.07
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General Liability Insurance	264.00
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Health	38,652.92
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Vision	561.32
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Total Insurance Expense	43,134.31
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Interest Expense	52.20
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Internet	719.88
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Legal Fees	1,137.33
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Licenses	2,443.00
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Meals and Entertainment	129.42
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Miscellaneous	28.54
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Office Expense	15,390.31
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Office Supplies	981.01
-----------------	--------

Payroll Services	2,229.50
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payroll Taxes

FUTA	126.00
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Medicare Employer	6,174.10
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MUTA	153.00
------	--------

Payroll Difference	0.00
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Soc Sec Employer	12,604.60
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payroll Taxes - Other	0.00
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Total payroll Taxes	19,057.70
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Postage	227.98
---------	--------

Professional Fees	1,346.00
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Rent Expense	9,529.75
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Salaries

Employees	84,800.00
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Shareholder	341,000.00
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Salaries - Other	0.00
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Total Salaries	425,800.00
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Sales Expenses	18,273.14
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Storage	314.00
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Its Electric Water Inc  
**Profit & Loss**  
January through December 2015  
Jan - Dec 15

Taxes	
Personal Property	323.96
State	<u>20.00</u>
Total Taxes	343.96
Telephone Expense	6,169.51
Travel Expense	<u>444.82</u>
Total Expense	<u>812,071.32</u>
Net Ordinary Income	125,217.39
Net Income	<u><u>125,217.39</u></u>

    *C. S. Moore*      
Connie S. Moore CPA/CVA

    12-5-16      
Date

Its Electric Water Inc  
Balance Sheet

As of December 31, 2015

Dec 31, 15

ASSETS

Current Assets

Checking/Savings

Wells Fargo Chkg 2729 22,711.62

Wells Fargo Svgs 5388 88.02

Total Checking/Savings 22,799.64

Total Current Assets 22,799.64

Fixed Assets

Accumulated Depreciation -1,898.00

Furniture and Equipment 1,971.38

Total Fixed Assets 73.38

**TOTAL ASSETS 22,873.02**

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Credit Cards

Capital One 4677 2,040.87

Total Credit Cards 2,040.87

Total Current Liabilities 2,040.87

Total Liabilities 2,040.87

Equity

Retained Earnings 16,076.07

Shareholder Distributions -120,461.31

Net Income 125,217.39

Total Equity 20,832.15

**TOTAL LIABILITIES & EQUITY 22,873.02**

C. S. Moore

Connie S. Moore, CPA/CVA

12-3-16

Date

Its Electric Water Inc  
Profit & Loss  
January through September 2016

	Jan - Sep 16
Shareholder	159,350.00
Salaries - Other	0.00
Total Salaries	258,400.00
Taxes	
Personal Property	323.69
Total Taxes	323.69
Telephone Expense	4,066.08
Total Expense	442,116.44
Net Ordinary Income	225,576.45
Net Income	225,576.45

C S Moore  
Connie S. Moore, CPA/CVA

12-5-16  
Date



**Its Electric Water Inc**  
**Profit & Loss**  
January through September 2016  
Jan - Sep 16

Ordinary Income/Expense

Income

Consulting Income 667,692.89

Total Income 667,692.89

Expense

Advertising and Promotion 4,104.38

Automobile Expense

Insurance 234.60

Lease 765.27

Total Automobile Expense 999.87

Bank Service Charges 191.00

Charitable Contributions 839.50

Commissions 84,273.23

Dues and Subscriptions 50.00

Employee Benefits 688.00

Gifts 88.40

Insurance Expense

Dental 2,732.40

General Liability Insurance 264.00

Health 31,536.64

Unemployment 427.98

Vision 249.48

Total Insurance Expense 35,210.50

Interest Expense 129.28

Internet 560.00

Legal Fees 3,574.64

Licenses 20.00

Meals and Entertainment 403.86

Office Expense 9,666.21

Office Supplies 86.78

Payroll Expenses 9,630.00

Payroll Services 2,317.25

payroll Taxes

DUT 556.70

FUTA 210.00

Medicare Employer 3,746.81

MUTA 76.50

Soc Sec Employer 14,160.80

payroll Taxes - Other 0.00

Total payroll Taxes 18,750.81

Postage 36.90

Professional Fees 1,250.00

Rent Expense 6,456.06

Salaries

Employees 99,050.00

**Its Electric Water Inc**  
**Balance Sheet**

As of September 30, 2016

Sep 30, 16

**ASSETS**

Current Assets

Checking/Savings

Wells Fargo Chkg 2729

14,093.88

Wells Fargo Svgs 5388

88.02

Total Checking/Savings

14,181.90

Total Current Assets

14,181.90

Fixed Assets

Accumulated Depreciation

-1,898.00

Furniture and Equipment

1,971.38

Total Fixed Assets

73.38

**TOTAL ASSETS**

14,255.28

**LIABILITIES & EQUITY**

Liabilities

Current Liabilities

Credit Cards

Capital One 4677

2,612.43

Total Credit Cards

2,612.43

Total Current Liabilities

2,612.43

Total Liabilities

2,612.43

Equity

Retained Earnings

20,832.15

Shareholder Distributions

Bank of America

-3,510.00

Checking 7220

-220,725.66

Shareholder Distributions - Other

-10,530.09

Total Shareholder Distributions

-234,765.75

Net Income

225,576.45

Total Equity

11,642.85

**TOTAL LIABILITIES & EQUITY**

14,255.28

*C S Moore*

Connie S. Moore, CPA/CVA

12-5-16  
Date



## Resume

Robert Kleebauer  
18603 Old Canal Ln  
Millville De. 19967

1997-1999 Conectiv Energy-Division of Delmarva Power-Sold Natural Gas to customers under the newly deregulated natural gas market. Was responsible for 1000's of account acquisitions both residentially, and commercially. Also sold Conectiv local telephone service to residential customers after Conectiv Energy pulled out of retail market. 1000's of accounts sold.

2000-2001 AGF Natural gas-Same as above for Conectiv Energy. Moved portion of retail book established with Conectiv Energy over to AGF. In 2001, AGF went out of business.

2001-2005 Novec Energy Solutions-Managed and sold accounts natural gas choice to commercial customers. Brought natural gas book over from AGF to this company. Promoted to sales Mgr. Responsible for 5 sales peoples training to sell natural gas in Maryland and Virginia markets.

2005-2011 Metromedia Energy Sold natural gas & electric accounts same as above.

November 2011 to current-It's Electric & Water Inc. Responsible for full company operations, which Includes training sales Representatives for sales in DC, Maryland territories for the sale of Retail electricity and Natural Gas in the customer choice programs, and financial stability of company.

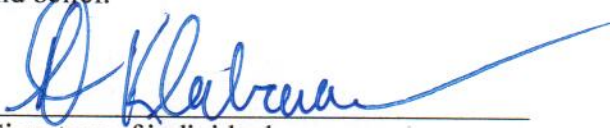
**Energybob.net is a wholly owned marketing name of It's Electric & Water Inc.  
A Delaware Corp.**



**EXHIBIT E**  
**FORM OF VERIFICATION**

STATE OF DELAWARE )  
 ) SS  
COUNTY OF SUSSEX )

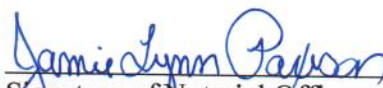
On this 2ND day of December, 2016, personally came before me, the subscriber, a Notary Public in and for the state and county aforesaid, Robert Kleebauer [name of individual who is signing] as the President & CEO [authority of individual or title of individual who is signing, e.g., President, Vice President, Sole Member/Manager, Trustee, etc.] of It's Electric & Water Inc. [name of company or entity that is filing], known to me personally to be such or having presented to me satisfactory evidence of identity, and acknowledged this document to be [his or her] act and deed and the act and deed of such corporation [type of filer, e.g. corporation, limited liability company, etc.], that the signature of such individual is in [his or her] own proper handwriting, and that the facts set forth in this application [type of filing, e.g., application, petition, etc.] are true and correct to the best of [his or her] knowledge, information, and belief.



Signature of individual

Printed Name: Robert Kleebauer

**SIGNED AND SWORN (OR AFFIRMED)** before me on this 2 day of December, 2016, by Robert Kleebauer (name of individual who signed above).

  
Signature of Notarial Officer

Notary Public  
Title (e.g., Notary Public)

My Commission Expires:

January 4, 2018

**SEAL**

